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PAGE 01 STATE 192211

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C O N F I D E N T I A L STATE 192211

E.O. 11652: GDS

TAGS: PFOR, XM, US

SUBJECT: CONSULTATIONS AMONG POLICY PLANNING STAFFS

1. INCREASED CONSULTATIONS ON POLITICAL AND ECONOMIC ISSUES OF COMMON INTEREST, BOTH HEMISPHERIC AND GLOBAL, ARE AN IMPORTANT ELEMENT IN OUR CURRENT EFFORTS TO PROMOTE GREATER SOLIDARITY AND COOPERATION WITH THE LATIN AMERICAN STATES. IN HIS SPEECH TO THE LATIN AMERICAN FOREIGN MINISTERS AT THE TLATELOLCO CONFERENCE, THE SECRETARY OFFERED CLOSE CONSULTATION ON TRADE AND OTHER MULTILATERAL CONCERNS, AND THE EBERLE MISSION AND THE DISCUSSIONS HELD THROUGH THE
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PAGE 02 STATE 192211

MFMM WORKING GROUPS MAY BE CONSTRUED IN PART AS FOLLOW-UP

EFFORTS TO THAT END. AT THE SAME TIME, THE SECRETARY PROPOSED MORE GENERAL CONSULTATIONS AMONG THE "HEADS OF OUR PLANNING STAFFS OR SENIOR OFFICIALS WITH SIMILAR RESPONSIBILITIES."

2. THE SECRETARY HAS NOW APPROVED A GENERAL PLAN FOR BILATERAL POLICY PLANNING CONSULTATIONS WITH KEY LATIN AMERICAN COUNTRIES, AND WILL PROPOSE THE TALKS DIRECTLY TO THE FOREIGN MINISTERS CONCERNED. THE PURPOSE OF THIS MESSAGE IS TO ASK FOR YOUR RECOMMENDATIONS REGARDING HOW SUCH CONSULTATIONS MIGHT BEST BE INITIATED AND CARRIED OUT.

3. OUR OBJECTIVES IN THESE TALKS WOULD INCLUDE:

A) FACILITATING AN EXCHANGE OF VIEWS ON GLOBAL FOREIGN POLICY PROBLEMS, TRENDS AND PERSPECTIVES, THUS IMPROVING OUR CAPABILITY TO MAKE GOOD ON OUR COMMITMENTS TO TAKE INTO ACCOUNT LATIN AMERICAN VIEWS WHEN FORMULATING US POLICIES;

B) COMMUNICATING OUR VIEW OF THE "NEW DIALOGUE" AS A LONG-TERM PROCESS;

C) EXPLORING POSSIBLE NEW OPPORTUNITIES FOR BILATERAL COOPERATION WITHIN THE MULTILATERAL FRAMEWORK OF THE EVOLVING "NEW DIALOGUE"; AND HELPING TO SET THE STAGE FOR THE SECRETARY'S OWN SUBSEQUENT TRAVELS.

4. ALTHOUGH FUTURE CONSULTATIONS MAY REQUIRE SPECIFIC AGENDAS, WE BELIEVE THE FOCUS OF THESE INITIAL SESSIONS SHOULD BE GENERAL AND LONG-RANGE, RATHER THAN SHORT-RANGE AND OPERATIONAL. WE HAVE IN MIND A SERIES OF SMALL INFORMAL MEETINGS IN WHICH POLICY-PLANNING OFFICERS FROM S/P AND ARA WOULD MEET WITH THEIR COUNTERPARTS FOR ABOUT TWO DAYS TO DISCUSS REGIONAL AND WORLD TRENDS. FOR EXAMPLE, OUR INITIAL EMPHASIS WOULD BE ON THE ADMINISTRATION'S OVERALL APPROACH TO GLOBAL SECURITY, ECONOMIC AND POLITICAL ISSUES. TO EMPHASIZE THE FACT THAT WE ARE NOT SEEKING TO COERCE LATIN AMERICA INTO A U.S. "BLOC", THIS PORTION OF THE TALKS WOULD BE CAST IN THE FORM OF A REVIEW BY U.S. PLANNERS ON CONFIDENTIAL

CONFIDENTIAL

PAGE 03 STATE 192211

OUR WORLD VIEW. WE SHOULD ALSO INDICATE WE WILL BE PREPARED TO DISCUSS POLITICAL AND ECONOMIC ISSUES UNDERLYING OUR MUTUAL PARTICIPATION IN THE "NEW DIALOGUE", AND THAT WE HOPE HOST COUNTRIES WILL DO LIKEWISE.

5. THE POLICY PLANNING STAFF (S/P) WILL ASSUME THE PRIMARY ROLE FOR THE US IN THESE TALKS. WINSTON LORD, OR IN MOST CASES HIS PRINCIPAL DEPUTY, SAMUEL LEWIS, WOULD LEAD OUR

DELEGATION. LUIGI EINAUDI AND A SECOND S/P OFFICER WOULD PARTICIPATE IN ALL THE TALKS. RICHARD J. BLOOMFIELD AND POSSIBLY THE APPROPRIATE COUNTRY DIRECTOR WOULD REPRESENT ARA. IN EACH COUNTRY, A SENIOR OFFICIAL FROM THE U.S. EMBASSY SHOULD JOIN THE CONVERSATIONS. TO EMPHASIZE THE

EXPLORATORY AND CONCEPTUAL NATURE OF THESE CONSULTATIONS, THE SECRETARY WILL INDICATE IN HIS MESSAGES THAT HE WILL BE LOOKING TO HIS NEW ASSISTANT SECRETARY TO ADDRESS CURRENT OPERATIONAL MATTERS, AND NO ARA PRINCIPALS WOULD BE INCLUDED ON THE DELEGATION.

6. PENDING YOUR RECOMMENDATIONS, IT IS OUR INTENTION TO SELECT THREE COUNTRIES, PERHAPS ARGENTINA, PERU AND CHILE FOR A FIRST ROUND OF TALKS IN OCTOBER, TO BE FOLLOWED IN NOVEMBER BY THREE OR FOUR ADDITIONAL COUNTRIES, PERHAPS MEXICO, COLOMBIA, VENEZUELA. OTHER COUNTRIES COULD BE INCLUDED LATER SHOULD THE RESULTS SO WARRANT.

7. ALTHOUGH THERE ARE PRECEDENTS FOR PLANNING TALKS WITH COUNTRIES IN OTHER AREAS OF THE WORLD, NOTABLY EUROPE AND JAPAN, OUR PAST CONTACTS WITH PLANNING STAFFS IN LATIN AMERICA HAVE LARGELY BEEN CONFINED TO ECONOMIC DEVELOPMENT PLANNING INSTITUTES. IN THESE CASES, THE IMPETUS DERIVED FROM THE ALLIANCE FOR PROGRESS, AND THE MAIN FOCUS OF CONSIDERATION WAS ON INTERNAL POLICIES. WE ARE NOW INTERESTED IN A DIALOGUE WITH OFFICIALS WHO, WHETHER OR NOT FORMALLY DESIGNATED AS POLICY-PLANNERS, PERFORM THAT FUNCTION FOR YOUR HOST GOVERNMENT WITH REGARD TO FOREIGN POLICY. WE HAVE IN MIND THOSE OFFICIALS WHO ARE CONCERNED WITH PLANNING FOR BROAD POLITICAL AND ECONOMIC QUESTIONS, AS THEY RELATE TO FOREIGN POLICY. ALTHOUGH LOCAL TRADITIONS AND CONFIDENTIAL

CONFIDENTIAL

PAGE 04 STATE 192211

SENSITIVITIES MUST, OF COURSE, BE TAKEN INTO ACCOUNT, WE DO NOT WISH TO CONFINE OUR CONTACTS TO POLICY-PLANNING OFFICERS IN FOREIGN MINISTRIES IF IN FACT THE FUNCTION IS CARRIED OUT ELSEWHERE IN THE GOVERNMENT, E.G., IN THE OFFICE OF THE PRESIDENCY, OR IF OTHER INSTITUTIONS, SUCH AS NATIONAL PLANNING OFFICES OR WAR COLLEGES MIGHT ALSO PROFITABLY BE INCLUDED IN THE DIALOGUE.

8. WE THUS RECOGNIZE THAT THERE IS NO PATTERN AMONG LATIN AMERICAN COUNTRIES CONCERNING FOREIGN POLICY PLANNING, AND THAT IN SOME CASES IT MAY EVEN BE DIFFICULT TO IDENTIFY ANY OFFICIALS WHO ARE CHARGED WITH THIS FUNCTION AS A PRIMARY RESPONSIBILITY (AS DISTINCT FROM POLITICAL LEADERS OR CABINET OFFICERS WHO DO THEIR OWN "POLICY-PLANNING"). OUR OBJECTIVE UNDER THESE CIRCUMSTANCES WILL BE TO INCLUDE KEY

LEADERS IN THE TALKS WHENEVER POSSIBLE.

9. ACTION REQUESTED; YOU SHOULD NOT REPEAT NOT INFORM
HOST GOVERNMENT OF OUR PLANS, BUT SHOULD PROVIDE US WITH
YOUR OWN GENERAL RECOMMENDATIONS BY COB SEPTEMBER 5,
INCLUDING SPECIFIC SUGGESTIONS AND REACTIONS TO:

A) POTENTIAL HOST PARTICIPANTS IN TALKS, AND HOW TO
INVOLVE THEM;

B) TOPICS TO BE COVERED, INCLUDING ISSUES OF PARTICULAR
CONCERN TO HOST COUNTRY;

C) POSSIBLE TIMING, DURATION AND ORGANIZATION OF US
DELEGATION VISIT.

10. FOR BRASILIA: WE ARE UNCERTAIN HOW TO INCLUDE BRAZIL
IN THIS INITIATIVE, PENDING SILVEIRA'S PROMISED RESPONSE TO
THE SECRETARY ABOUT THEIR OWN BILATERAL CONSULTATIONS. BUT
WE INTEND TO INCLUDE BRAZIL IN SOME FORM AND WOULD WELCOME
YOUR VIEWS.

11. FOR SANTIAGO: ENRIQUE IGLESIAS OF ECLA HAS INDICATED
AN INTEREST IN AN INFORMAL EXCHANGE OF VIEWS WITH U.S.
PLANNING OFFICERS. WE WOULD APPRECIATE YOUR VIEWS ON TIM-
ING AND UTILITY OF INCLUDING SUCH CONVERSATIONS DURING
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PAGE 05 STATE 192211

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